

Clevenger, Charlotte

From: Fleetwood, Susan
Sent: Wednesday, November 22, 2017 10:39 AM
To: Eudy, Ken
Cc: Copeland, Anthony M
Subject: Natural Gas
Attachments: ACP and ED.docx

Ken,

Per the Secretary's voicemail, attached please find a few draft ideas for discussion.

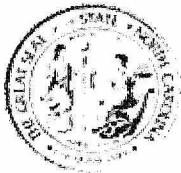
Please let us know when you'd like to discuss further.

Thanks,
Susan

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Ensuring the Atlantic Coast Pipeline Facilitates Economic Development Opportunities

Clarify Impact of Natural Gas Availability

- Confirm the dekatherms already committed, amount of firm capacity left, and the average number of industrial users that can be served with the remaining capacity

Aggressively Market to Existing Companies

- Partner on resources to identify existing companies that might benefit from access to natural gas

Incent Existing Companies to Utilize Natural Gas to Support Growth

- Gas companies require a contract to provide service and construct infrastructure, which may be cost prohibitive to companies
- Utilize fund to subsidize company's gas bill for a negotiated period of time at a scaling rate, so that the company is able to get access to gas at a more reasonable rate and grow its operations

Support Proactive Development of Natural Gas Infrastructure

- Gas distribution companies face barriers (shareholder and rate-related) to installing infrastructure where no customer currently exists; this puts communities with industrial sites business parks without distribution gas lines at a competitive disadvantage
- Work together to eliminate those barriers and create a mechanism for "dark" infrastructure to be constructed to sites with the best opportunity for future development

Identify Most Likely Locations of Future Direct Access to Pipeline

- Fayetteville, Pembroke and Smithfield have been identified as the first of three interconnects, due to market potential
- Provide information on the next three most likely interconnect locations to help focus efforts to find existing and new customers